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- ▶ Our analysis focused on assessing the Universal Latch by Chevalier against other door lock mechanisms to determine whether it could be characterized as a significant technological advancement or rather an incremental improvement
- ▶ We reviewed applicable latch mechanism innovations over the last 30 years to understand features and their corresponding benefits to OEMs and consumers alike
- ▶ Over that period, latch mechanisms have evolved from primarily mechanical components to electro-mechanical systems
 - Features like power central locking and power double locking are now mainstream while others like power closures, power opening are positioned to follow suit
- ▶ With more features, latch mechanisms have generally become heavier and more complex
- ▶ The Chevalier Universal Latch mechanism goes against this trend
- ▶ **Our analysis comparing it to 15 other products, revealed that the Chevalier Latch offers a combination of best in class features and performance coupled with a simpler design at a lower cost**
 - **Best-in-Class Performance:** Chevalier Latch was equal to or surpassed every Premium latch mechanism in each key measurement (acoustics, footprint, weight, number of parts, panic unlock/lock speed, opening force, etc.)
 - **Added Features:** Chevalier Latch offered other electronic sensors and controls features other products did not (e.g., glass open/close sensor, door release controls)
 - **Flexible Design:** Chevalier Latch employed Local Interconnect Network (LIN) and Controller Area Network (CAN), bus allowing for future sensor/electronic additions without major design overhaul
 - **Lower Cost Construction:** Use of one motor to perform electromechanical operations creates sizable advantage relative to cost structure of latch mechanism
 - **BOM Re-use:** With a smaller footprint, less weight, expanded feature set at a lower cost, product can be more universally used across vehicle platforms (Corporate Latch Program)
- ▶ Further, it appears that industry leaders are not prepared to offer matching products in the near future
- ▶ For the reasons cited above, **our analysis confirms that the Chevalier Latch appears to be a significant advancement in the marketplace.**

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